

NEW ENTERPRISES IN VIRGINIA AND CAROLINA

From the Manufacturers' Record.

Virginia.

Azen.—Lumber Plant.—Hassinger Lumber Co., which has established a lumber town in the White Top Mountains, will shortly begin the operation of its proposed plant, consisting of a double band-saw mill, of 50,000 feet capacity, for developing its extensive timber tract extending for six miles along the railroad from Taylor's Valley to Azen.

Brookneal.—Water-power. Electrical Plant.—Reported that E. R. Monroe and associates will soon organize proposed company for the development of water-power on the Staunton River near Brookneal, transmitting same by electricity. About \$100,000, it is estimated, will be expended.

Hampton.—Pumping Station.—Bids will be received for erection of brick building for pumping station for Peninsula Pure Water Co., at Big Bethel, Va.

Montgomery county.—Coal Mines.—It is reported that Northern capitalists have purchased a controlling interest in the Virginia Anthracite Coal Co., of Richmond, Va., operating mines in Montgomery county, and will continue the development of properties.

Newport News.—Street Improvements. City has voted affirmatively the \$100,000 bond issue for street improvements reported February 21. J. L. Mayne is city engineer.

Newport News.—Brewery, etc.—Old Dominion Brewing & Ice Co., incorporated, with \$700,000 authorized capital stock by S. Ewert, of New York N. Y., J. K. Cross and A. D. Jones, both of Newport News. (Mr. Ewert and associates were reported last week as having purchased the plant of the Old Dominion Brewing & Ice Co.)

Norfolk.—Publishing.—Chartered: Visitors' Publishing Corporation, with H. L. Brittain, president and treasurer, and J. McWebb, secretary; authorized capital stock, \$10,000.

Norfolk.—Amusement Company.—Norfolk Spectacular Corporation, chartered with \$100,000 authorized capital stock, J. B. Prince is president, S. C. Davidson, secretary, and J. W. Cashin, treasurer.

Norfolk.—Marine Railway.—Bott & Lewis Railway Co., Berkeley, Va., has purchased site in Brambleton, Va., on which to erect modern railway plant. Pennington Gap.—Coal Mines.—Black Mountain Colliery Co., J. M. Barr, Norfolk, Va., president, is reported as having completed the purchase of a controlling interest in the Virginia-Louisiana Coal Co., which is developing some 1,500 acres of coal land at Pennington Gap. This will place the company in control of 3,500 acres of coal land. William Ramsey, manager, will be in charge of the development work. Main offices will be located in Bristol, Va., Tenn.

Norfolk.—Bottling Works.—Hayco-Cola Co. has been incorporated with an authorized capital stock of \$25,000. E. S. White is president, and L. S. D. Sauls, secretary.

Norfolk.—Quarry and Mining Co. Church Quarry and Mining Corporation has been chartered with an authorized capital stock of \$5,000. E. B. Johnson is president and general manager, and T. M. Johnston, secretary.

Norfolk.—Waste-paper Receipt Plant.—Southern Waste Paper Receipt Plant Co. has been incorporated with \$10,000 authorized capital stock, to manufacture waste-paper receipts; T. S. Garnett, Jr., president, and A. E. Campe, vice-president.

Portsmouth.—Bakery.—W. B. Coloma has contract to erect one-story building for Miss Jeanette Guthrie; cost, \$2,000; building to be occupied by J. M. Wilson as bakery.

Roanoke.—Light, Heat and Power Co. has been incorporated with \$500,000 authorized capital stock. James P. Woods is president; James C. Martin, vice-president; H. T. Hall, secretary and treasurer.

Sewell's Point.—Shoe Factory.—Jameton Exposition Shoe Manufacturing Co., incorporated with \$10,000 authorized capital stock, C. J. Green, of Richmond, Va., is president.

South Quay.—Bridge.—Roanoke Bridge Co. has contract at \$9,000 for building steel bridge over the Black water River at South Quay, between Southampton and Nansemond counties; 150 feet long, with draw of about sixty feet. Paul C. Everett, Suffolk, Va., is supervisor of Nansemond county. (Previously reported.)

Williamsburg.—Knitting Mill.—Williamsburg Knitting Mills is reported as to build a 16x85-foot addition, and to install new spinning machinery, which has been contracted for.

Wytheville.—Printing Plant.—D. A. St. Clair will expend \$7,000 in repairing printing plant recently damaged by fire.

North Carolina. Asheville.—Road Improvements.—The \$250,000 bond issue mentioned February 25th to be voted for road improvements has been defeated. L. E. Wood is chairman board of county commissioners.

Durham.—Knitting Mill.—W. T. Cole, J. H. Stone and A. V. Sorrell have incorporated Chatham Knitting Mills Company, with capital stock of \$50,000. Everett—Brick and Tile Works—Marita Brick and Tile Company has been incorporated with \$20,000 capital stock by W. H. Adkins, W. S. Barnhill, J. C. Barnhill and others.

Castleton.—Suburban Station.—Southern Power Company, Charlotte, N. C., is completing arrangements for the erection of proposed substation. It is proposed to erect a two-story brick transformer-house, 65x30 feet, fireproof construction; warehouse, 20x40 feet and \$2,000 residence. Contract for material has been awarded.

High Point.—Lumber Plant.—Hall Lumber Company has been incorporated with \$50,000 authorized capital stock by Dee Allen, E. B. Briggs and P. I. Griswold.

Hope Mills.—Sawmill Factory.—J. O. Reynolds contemplates establishing sawmill factory.

Maxton.—Mining Plant.—A. D. McGint, R. F. D. No. 2, will rebuild milline plant recently burned; equipment will be purchased.

Piedmont.—Mining and Milling.—Piedmont Mining and Milling Company, incorporated with \$1,000,000 authorized capital stock by Charles P. Tasker and Kendall H. Stockley, both of Philadelphia, Pa., and others.

Plymouth.—Lumber Plant.—Avera & Martin Lumber Company has been incorporated with \$50,000 authorized capital stock by

Edgar W. Ayers, James C. Martin and L. T. Werde.

Raeford.—Lumber Plant.—Builders' Lumber Company has been incorporated with \$25,000 authorized capital stock by M. W. New, J. W. Moore and J. H. Williamson.

Shelby.—Furniture Factory.—Ottaway Furniture Company, reported incorporated last week to manufacture furniture, will erect a two-story frame building 35x70 feet.

Smithfield.—Telephone System.—Johnston County Telephone Company has been incorporated with \$10,000 capital stock by J. L. Le May, J. T. Lassiter and others.

South River.—Milling Plant.—South River Milling Company has been incorporated with \$15,000 capital stock to manufacture flour, meal, grits, feed-stuffs, etc.

Winston-Salem.—Furniture Factory.—Sledge Furniture Company has been incorporated with \$20,000 capital stock by F. M. Sledge, L. A. Wade and R. F. Sledge.

CAR SHORTAGE AND HOW TO REMEDY IT

Address of Ashley J. Elliott In Which Are to Be Found Valuable Suggestions.

There has been considerable discussion among shippers and railroad men on the address delivered by Mr. Ashley J. Elliott, Manager of the Illinois and Iowa Car Service Association, Peoria, Ill., at the recent annual convention of the Northwestern Lumbermen's Association, held at Minneapolis. Mr. Elliott was the principal speaker and what he said was regarded by members of the convention as forceful and logical and seems to have met with general approval.

Mr. Elliott in the course of his address made a number of suggestions as to the best way to cope with the perplexing problem of car shortage throughout the country, which he explained is causing considerable inconvenience to the railroads and shippers alike.

The Northwestern Lumbermen's Association is made up of shippers who are constantly and quite extensively using the railroads as a means of transportation. Mr. Elliott confirmed his remarks to offering suggestions to all shippers, which, if carried out, would greatly facilitate the handling of the vast and enormously increased traffic of the railroads. While it was admitted that, in some instances, railroads have not adequate rolling stock to handle their business, it is believed that by promptly unloading a car and returning it to the railroad for use in transporting other shipments, a material stop will be made toward improving the car shortage situation.

Mr. Elliott said that another serious obstacle frequently encountered by the railroads is the lack of adequate storage facilities by large manufacturers throughout the country. Frequently, large industrial corporations increase their plants to from three to five times their original size, but in few instances are the storage and warehouse facilities increased proportionately. In some instances, said Mr. Elliott, shippers will use freight cars for storage prior to fixing the price of the shipment, and then, too, cars are often detained by merchants while arranging to dispose of the shipments to jobbers and pending the re-consignment to their customers. All these little delays on the part of shippers are frequently the cause of congestion at the shipping point, which in turn, and very seriously blocks sidings, necessitating the railroads doing considerable unnecessary switching of cars.

If closer attention were paid to this matter, the phase of transportation, the railroads would be enabled to use a great deal of its motive power, required to do this shifting, for hauling its trains.

Mr. Elliott, who is regarded as an expert in his particular branch of railroad operation, said that in his opinion a safe remedy for the existing difficulties would be to "do business on the Hotel European plan—order what you want and pay for what you get." He also said that it was but fair that when a shipper prevents the continuous carriage of a car from a shipping point to its destination, he should be compelled to pay a charge for so doing.

In this way, manufacturers and merchants doing a large business, and having but a small sideling, probably large enough to accommodate two or three cars, would enlarge their facilities in order to do away with the switching charges. Then, too, the merchant and jobber would not load cars in anticipation of an immediate sale; and the commission merchant and the jobber will also find his customer before the goods are shipped and avoid charges for re-consignment.

In the closing remarks of his address Mr. Elliott cited the disadvantages that would be encountered were all shippers able to obtain as many cars as they desired, and at once, using Chicago as an example, he explained the havoc that would be wrought to the market of that city were it to be deluged by the cars and output of certain industries being unloaded on it at the same time, which would be likely to occur if all shippers could obtain as many cars as desired from the railroads for the mere asking.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

Every Time.

"There are lots of men able to govern women."
"Yes, and they're all bachelors."—Houston Post.

Buy Your Shoes Here To-Morrow.

Be Ready for Easter.

A World of Tan Lowest Prices in Richmond.

You cannot do better than to buy your Spring Shoes at this live store. We lead in styles, in variety, in low prices.

This season will be a tan season. We have the biggest stock of Tan Shoes in the city.

Ladies' Tan Pumps, all sizes and prices.

Ladies' Pat. Leather Pumps, \$1.50 to \$2.00.

Gun Metal Pumps, \$1.50 to \$2.00.

Ladies' Tan Bluchers, worth \$3, now \$2.00.

Tan Two-Eyelet Pumps, worth double our price of \$2.00.

Children's Tan Blucher and Button Shoes, \$1.00 up.

Albert Stein

Corner 5th and Broad Sts.

The Livest Store in Town.

DEVELOPMENT IN THE GREAT SOUTH

CHATTANOOGA, TENN., March 9.—

In the list of new industries established in the South during the week ending today, as reported by The Tradesman, it is shown that the State of Texas leads in the number and variety of new investments. Among the Texas items are to be found oil mills, cotton gins, electric and power companies, saw mills, investment companies, etc., and a \$200,000 copper company. Each of the Southern States is well represented in the new industrial list this week. West Virginia has a new electric light plant and telephone system; Virginia presents a varied array, including manufacturing and mining companies; Tennessee adds a cotton mill; Oklahoma records some heavy investments, among which are a \$1,000,000 mining company and a \$750,000 chemical company. North Carolina comes to the front with several new lumber companies; Missouri is long on construction and investment companies; Mississippi adds three new lumber concerns; Louisiana reports a lumber and oil company with heavy capitalization; Kentucky has another large tobacco factory; Indian Territory reports a \$200,000 oil company and a \$1,000,000 power plant; Arkansas swells the list with four new lumber companies and Alabama adds a warehouse company and a cotton compress.

The following is the list which The Tradesman credits to Virginia: Clarksburg—\$50,000 loan company. Norfolk—\$20,000 crematory; \$25,000 mining and quarrying company; \$10,000 amusement company; \$15,000 manufacturing company; \$15,000 shoe factory. Roanoke—\$15,000 investment company. Petersburg—\$150,000 electric company. Brookneal—\$20,000 land company. Ashland—Ice factory; laundry. Blacksburg—\$25,000 lumber, wash and door factory. Newport News—\$50,000 amusement company; \$100,000 brewing and ice company. Manassas—\$100,000 oil company. Narrows—\$5,000 telephone system. West Virginia comes up with the following: Pensacola—\$50,000 oil company. Webster Springs—\$15,000 electric light plant. Morgantown—\$5,000 plumbing and supply company. Green Sulphur Springs—\$5,000 telephone system. Lumberton—\$10,000 coal and coke company.

North Carolina makes a good showing as follows: Henderson—\$25,000 supply company. Durham—\$50,000 knitting mill. Shelby—\$30,000 furniture factory. Stanton—\$10,000 canning factory. Charlotte—\$10,000 land company. Burlington—Engineering company. High Point—\$20,000 lumber company. Plymouth—\$5,000 lumber company. Raeford—\$25,000 lumber mill.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

Mr. Elliott, who is regarded as an expert in his particular branch of railroad operation, said that in his opinion a safe remedy for the existing difficulties would be to "do business on the Hotel European plan—order what you want and pay for what you get." He also said that it was but fair that when a shipper prevents the continuous carriage of a car from a shipping point to its destination, he should be compelled to pay a charge for so doing.

In this way, manufacturers and merchants doing a large business, and having but a small sideling, probably large enough to accommodate two or three cars, would enlarge their facilities in order to do away with the switching charges. Then, too, the merchant and jobber would not load cars in anticipation of an immediate sale; and the commission merchant and the jobber will also find his customer before the goods are shipped and avoid charges for re-consignment.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

EXPOSITION GOING RIGHT AHEAD NOW

Many Buildings Going Up as If by Magic—Grounds Being Beautified.

PIERS, TOO, WILL BE READY

Transportation Lines Are Doing a Lot of Judicious Hustling In These Days.

(Special to The Times-Dispatch.)

NORFOLK, Va., March 9.—The progress that is being made with the buildings and grounds of the Jamestown Tercentennial Exposition is certainly very gratifying. The fact that the weather has been very disagreeable for this latitude for a month or so, the work has gone steadily on till now most of the buildings are either completed or so near completion that there is little more to do but put on a few finishing touches. The States' exhibit building is completed and some of the exhibits are now on the ground and are being installed. Many of the States' exhibits are finished and most of the others are nearing completion.

The grounds, too, are rapidly being brought into the state of beautiful completion and will soon present the best of the Virginia beauty that will be presented to the public when the gates swing open on the 26th day of April.

The two great government piers that occupy 2,400 feet out into Hampton Roads, each of which is 300 feet wide and which are connected by a cross pier 500 feet long and of like width as the others, is also rapidly being completed. These piers will enclose a forty-acre water space, in which all the minor aquatic sports will take place.

Transportation lines are hustling as they never did before to get ready to handle the crowds, and from the present indications there will be no congestion in that line. In fact, the Water Belt Line, a line of elegant steamers that will run a fifteen-minute schedule between Norfolk and the exposition grounds, and an hour schedule on the rest of the line, which takes in Old Point Comfort, Fortress Monroe, Hampton, Newport News, Portsmouth Navy-yard, and other points on this line. The boats on this line will pass through the various municipal docks that will be assembled in Hampton Roads during the exposition. In fact, transportation to and from the exposition grounds from the various points along this line will be a pleasure instead of a bug-bear.

The industrial feature of the exposition is proving a factor of far greater importance than it was at first thought it would be. The space in the States' Exhibit Building and other general buildings for that purpose has been proved inadequate for the requirements, and would have done so but for the fact that many of the most important manufacturing industries have erected or are erecting massive buildings of their own, which to display and exploit their wares.

Among the States that have made appropriations or otherwise provided for representation at the exposition are the following:

Connecticut has made an appropriation of \$25,000; District of Columbia, \$25,000; Delaware, \$15,000; Louisiana, \$15,000; Maine, \$10,000; Florida, \$50,000; Georgia, \$30,000; Illinois, \$25,000; Kentucky, \$10,000; Ohio, \$10,000; Pennsylvania, \$10,000; Maryland, \$55,000; Michigan, \$60,000; Missouri, \$60,000; Massachusetts, \$50,000; New Jersey, \$75,000; North Dakota, \$15,000; New York, \$150,000; North Carolina, \$50,000; Ohio, \$75,000; Oklahoma, \$10,000; Pennsylvania, \$100,000; Rhode Island, \$50,000; South Carolina, \$20,000; Tennessee, \$10,000; Virginia, \$200,000; Virginia counties, additional, \$150,000; Vermont, \$10,000; Wisconsin, \$60,000; West Virginia, at least \$50,000; Oregon, Montana, Idaho, and Washington, jointly, \$250,000. Other States are now arranging to also provide for representation.

The foreign countries that will participate with either warships or troops, or both, are Great Britain, France, Russia, Germany, Japan, Switzerland, Italy, Belgium, Spain, Sweden, Greece, Argentina, Brazil, Chile, Costa Rica, Domingo, Ecuador, Guatemala, Mexico, Nicaragua, Porto Rico, Panama, Peru, Salvador and others may yet decide to seek representation. Many of these countries are also represented commercially.

A Japanese paper announces that the King of Siam is about to undertake a journey around the world. He will first visit Japan, sailing from there to this country, and proceeding hence by way of Europe.

The following is the list which The Tradesman credits to Virginia:

Clarksburg—\$50,000 loan company. Norfolk—\$20,000 crematory; \$25,000 mining and quarrying company; \$10,000 amusement company; \$15,000 manufacturing company; \$15,000 shoe factory. Roanoke—\$15,000 investment company. Petersburg—\$150,000 electric company. Brookneal—\$20,000 land company. Ashland—Ice factory; laundry. Blacksburg—\$25,000 lumber, wash and door factory. Newport News—\$50,000 amusement company; \$100,000 brewing and ice company. Manassas—\$100,000 oil company. Narrows—\$5,000 telephone system. West Virginia comes up with the following: Pensacola—\$50,000 oil company. Webster Springs—\$15,000 electric light plant. Morgantown—\$5,000 plumbing and supply company. Green Sulphur Springs—\$5,000 telephone system. Lumberton—\$10,000 coal and coke company.

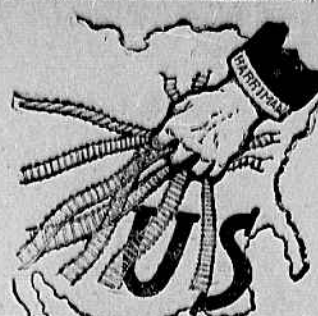
North Carolina makes a good showing as follows: Henderson—\$25,000 supply company. Durham—\$50,000 knitting mill. Shelby—\$30,000 furniture factory. Stanton—\$10,000 canning factory. Charlotte—\$10,000 land company. Burlington—Engineering company. High Point—\$20,000 lumber company. Plymouth—\$5,000 lumber company. Raeford—\$25,000 lumber mill.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

Mr. Elliott, who is regarded as an expert in his particular branch of railroad operation, said that in his opinion a safe remedy for the existing difficulties would be to "do business on the Hotel European plan—order what you want and pay for what you get." He also said that it was but fair that when a shipper prevents the continuous carriage of a car from a shipping point to its destination, he should be compelled to pay a charge for so doing.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.



Hardman's control of the railroads of the United States is complete. No less complete is our control of desirable

Building Hardware

We cannot be eclipsed by any one. If interested, send for Catalog No. 5.

A. B. Clarke & Son Hardware Co.

1215 E. Main St. "Phone 488. "At the sign of the padlock."

PAROID ROOFING

is a sure protection. We sell it under a money-back guarantee. You can get a sample for the asking.

SMITH & WOODALL, LUMBER DEALERS, Park and Cary Streets, Richmond, Va.

William C. West, Architect.

1103 East Main Street,

(Merchants National Bank Building).

RICHMOND, - VIRGINIA.

Paint- Paint- Paint

Makes the old house look new. Makes the old-fashion house look modern, if the colors are rightly chosen.

Makes any house sell or rent quicker. Makes your house last longer and saves other repair bills.

We use the best materials and labor on all our work; you get full value for every dollar you spend.

R. L. PETERS, No. 9 N. SEVENTH STREET.

C. K. Howell, ARCHITECT,

720 E. Main St.

Phone 5346

ARTISTIC DESIGNS FOR DWILEY ANDERSON, ARCHITECT

720 E. MAIN ST. RICHMOND VA.

A Japanese paper announces that the King of Siam is about to undertake a journey around the world. He will first visit Japan, sailing from there to this country, and proceeding hence by way of Europe.

The following is the list which The Tradesman credits to Virginia:

Clarksburg—\$50,000 loan company. Norfolk—\$20,000 crematory; \$25,000 mining and quarrying company; \$10,000 amusement company; \$15,000 manufacturing company; \$15,000 shoe factory. Roanoke—\$15,000 investment company. Petersburg—\$150,000 electric company. Brookneal—\$20,000 land company. Ashland—Ice factory; laundry. Blacksburg—\$25,000 lumber, wash and door factory. Newport News—\$50,000 amusement company; \$100,000 brewing and ice company. Manassas—\$100,000 oil company. Narrows—\$5,000 telephone system. West Virginia comes up with the following: Pensacola—\$50,000 oil company. Webster Springs—\$15,000 electric light plant. Morgantown—\$5,000 plumbing and supply company. Green Sulphur Springs—\$5,000 telephone system. Lumberton—\$10,000 coal and coke company.

North Carolina makes a good showing as follows: Henderson—\$25,000 supply company. Durham—\$50,000 knitting mill. Shelby—\$30,000 furniture factory. Stanton—\$10,000 canning factory. Charlotte—\$10,000 land company. Burlington—Engineering company. High Point—\$20,000 lumber company. Plymouth—\$5,000 lumber company. Raeford—\$25,000 lumber mill.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

Mr. Elliott, who is regarded as an expert in his particular branch of railroad operation, said that in his opinion a safe remedy for the existing difficulties would be to "do business on the Hotel European plan—order what you want and pay for what you get." He also said that it was but fair that when a shipper prevents the continuous carriage of a car from a shipping point to its destination, he should be compelled to pay a charge for so doing.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

Mr. Elliott, who is regarded as an expert in his particular branch of railroad operation, said that in his opinion a safe remedy for the existing difficulties would be to "do business on the Hotel European plan—order what you want and pay for what you get." He also said that it was but fair that when a shipper prevents the continuous carriage of a car from a shipping point to its destination, he should be compelled to pay a charge for so doing.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.

The speaker also endeavored to impress upon the members of the association, and all shippers generally, the effort made on the part of the railroads to meet the traffic demands by the large orders placed during the past year for new equipment. Mr. Elliott clearly demonstrated the effort by producing statistics which showed that, during the past year, the railroads of the United States had not only increased their mileage over 4,000 miles, but had purchased over 310,000 freight cars and 5,500 locomotives.